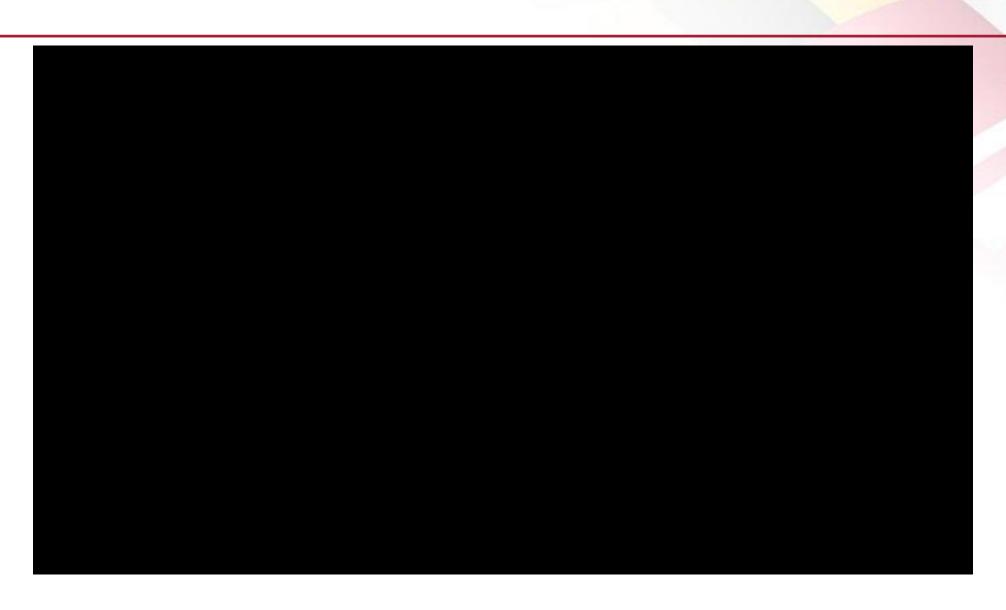
BALTIMORE-WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT

# PRE-PROPOSAL CONFERENCE PRESENTATION JUNE 15, 2022



#### Pre-Proposal Conference Video



# Welcome to the Pre-Proposal Conference

For The Non-Exclusive Right To
Redevelop, Renovate, Lease & Manage
The Retail, Restaurant & Commercial Services
At
Baltimore/Washington International
Thurgood Marshall Airport



# SOLICITATION OVERVIEW

Presented by: Morris Williams, III

# PURPOSE

To Reimagine & Redevelop BWI Marshall Airport's Concessions Program.

# MANDATORY QUALIFICATIONS

# Proponent's Responding to this RFP must meet the following four Mandatory Qualifications:

- Must have at least seven consecutive years within the last ten years of demonstrated operational experience in designing, developing, leasing and managing the day-to-day operations of an airport concessions program, retail mall and/or retail lifestyle center or retail power center;
- Must be financially capable of financing, designing, constructing, operating and managing the proposed concession management service as determined by the Administration based on financial information submitted by Proponent;
- Must not be currently barred, disqualified, or suspended from bidding (including being issued a limited denial of participation) on government (federal, State, or local) or airport contracts or programs; and
- Must submit all other information required to be submitted by the RFP.

### PROPOSAL GUARANTY

#### The Administration requires a Proposal Guaranty with each Technical Proposal.

- ➤ Each Proponent must submit a Proposal Guaranty in the sum of Seventy-Five (\$75,000.00) Dollars with its Technical Proposal;
- > The Proposal Guaranty, at the option of each Proponent, may be in the form of:
  - Irrevocable letter of credit in a form satisfactory to the Maryland Attorney General of the State of Maryland and issued by a financial institution approved by the State Treasurer (see <a href="https://www.treasurer.state.md.us">www.treasurer.state.md.us</a>).
  - Proposal Guaranty Bond executed by the Proponent and by a Surety meeting the qualifications set in Article XIX, of the Sample Contract.

## KEY CONTRACT TERMS

- Twenty (20) Year Contract Term
- ➤ The Administration has established an ACDBE goal of twenty percent (20%) for Retail and Commercial Services and Thirty-Five Percent (35%) for restaurant/food service concessions, in accordance with federal regulation.
- The Selected Proponent shall pay to the Administration, the greater of a Minimum Monthly Guarantee (MMG) or percentage concessions fee for each month of the Operation & Management Period

## EVALUATION OF PROPOSALS

#### **Evaluation of Technical Proposals**

The Administration will evaluate Technical Proposals and award the Contract to the Proponent presenting the most advantageous Technical Proposal and Financial Proposal to the Administration.

The categories which the evaluation criteria will be applied are as follows in descending order of importance:

- A. Airport Concessions Master Plan
- B. Customer Service & Marketing Plan
- C. Financial Ability to Perform
- D. Experience and Qualifications
- E. Economic Benefits to the State of Maryland
- F. Diversity & Inclusion Outreach

### CONTRACT AWARD

The Award of the Contract is contingent upon the approval of the Selected Proponent's Security Background Investigation, approval of the Executive Director of the Maryland Aviation Administration, the Secretary of Transportation for the State of Maryland, and the Maryland Board of Public Works (BPW).

# MORRIS E. WILLIAMS, III DEPUTY DIRECTOR OFFICE OF COMMERCIAL MANAGEMENT MARYLAND AVIATION ADMINISTRATION

# ACDBE PARTICIPATION OVERVIEW

Presented by: Angela Martin

#### **ACDBE PROGRAM OVERVIEW**

- ❖ACDBE A for-profit business that:
  - Is at least 51% owned by a socially and economically disadvantaged individual(s)
  - The management & daily operations of the firm are controlled by the socially and economically disadvantaged individual(s) who own it
  - Concessions include businesses operating retail, food & beverage and service locations within the airport; may also include other firms providing goods and services to concessionaires via subcontract arrangements.
  - Participation may be achieved via direct leases, joint ventures, management contracts and subcontracts.





#### **ACDBE PROGRAM OVERVIEW CONTINUED**

- Size Standards
  - >\$56.42 million in gross receipts for most ACDBE firms
  - >\$75.23 million in gross receipts for car rental firms
  - Averaged over previous three fiscal years
- Personal Net Worth (PNW)
  - > ACDBE PNW cap, \$1.32 million except
    - Equity in owner's primary residence
    - Assets invested in the business







#### **ACDBE PROGRAM OVERVIEW CONTINUED**

#### **ACDBE** Certification

- Firms must be certified as ACDBEs by the Maryland Department of Transportation (MDOT) to be counted on MAA concession contracts. MBE and DBE certification is not acceptable.
- Firms must be certified in their home states before they can be certified by another state.
- MDOT's Office of Minority Business Enterprise (OMBE) handles certification for all key programs for state agencies (MBE, DBE, ACDBE and SBE except VSBE).

#### **ACDBE PROGRAM OVERVIEW CONTINUED**

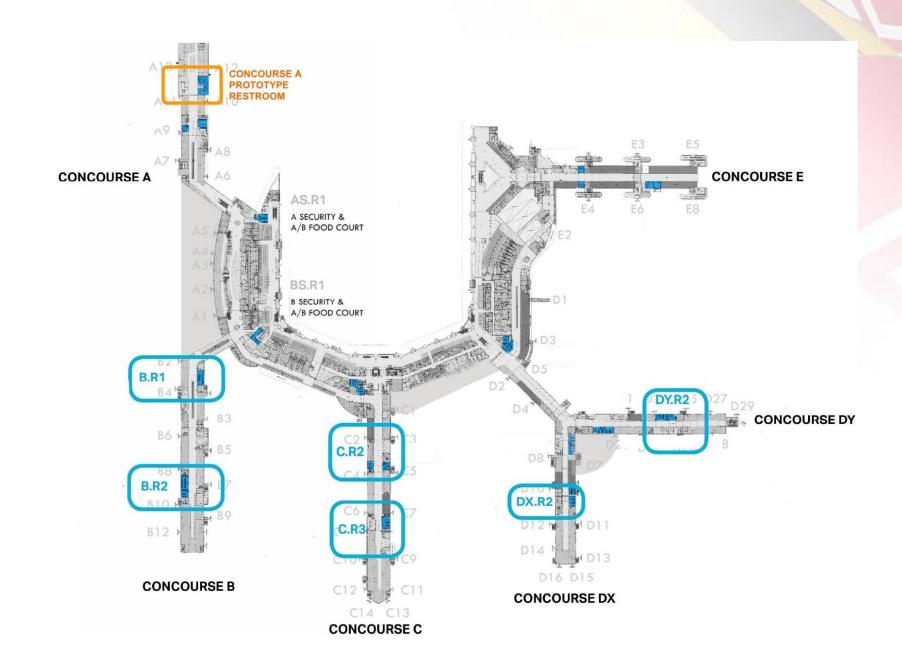
- Concessions contracts may be directly between MAA and the concessionaire, or between Fraport and the concessionaire.
- The ACDBE goals for this RFP-MDOT-MAA-RFP-22-001 are 20% for retail and commercial services and 35% for restaurant/food service concessions.
- If a proponent cannot structure it's proposal to meet the ACDBE goals, a request for a waiver can be submitted in writing, but sufficient documentation must be provided to reflect that good faith efforts to achieve the goals were made.

# ANGELA MARTIN DIRECTOR OFFICE OF FAIR PRACTICES MARYLAND AVIATION ADMINISTRATION

# DESIGN & DEVELOPMENT OVERVIEW

Presented by: Jo Schneider

### BWI RESTROOM IMPROVEMENT PROGRAM



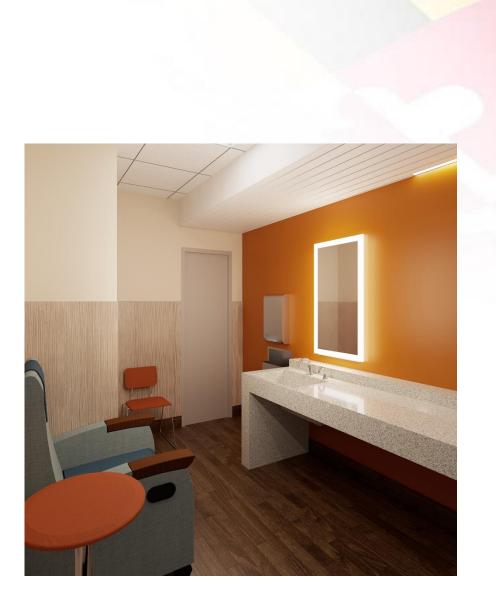
Completion Date: January 2024









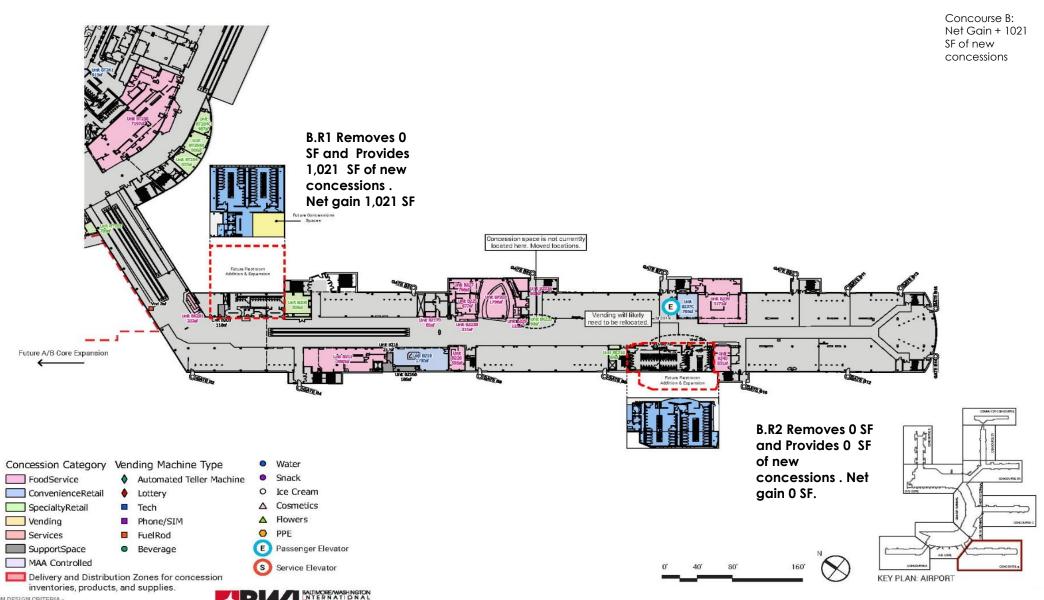








#### Concourse B - Upper (Departures) Level



CONCESSION DESIGN CRITERIA -SUPPLEMENTAL ARCHITECTURAL DOCUMENT

FoodService

SpecialtyRetail

SupportSpace

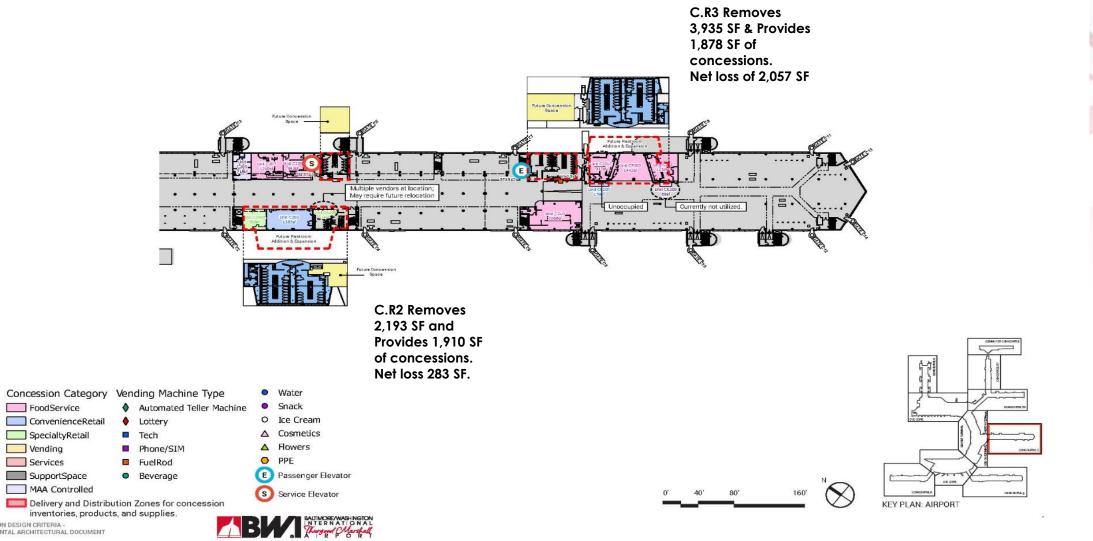
MAA Controlled

Vending

Services

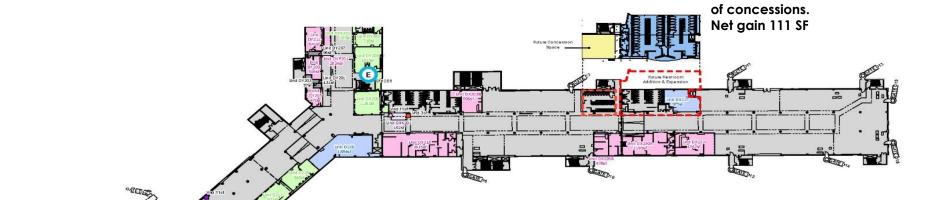
CONCESSION DESIGN CRITERIA -SUPPLEMENTAL ARCHITECTURAL DOCUMENT

ConvenienceRetail



#### Concourse DX - Upper (Departures) Level

Concourse DX: Net Gain + 111 SF new concessions



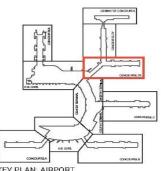


0' 40' 80' 160' KEY PLAN: AIRPORT

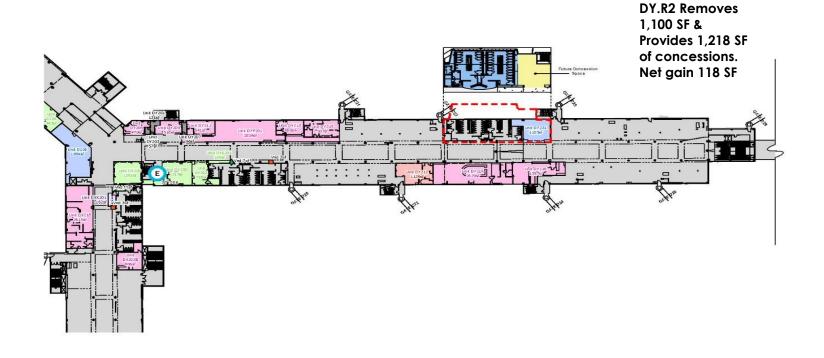
**DX.R2 Removes** 

Provides 1,157 SF

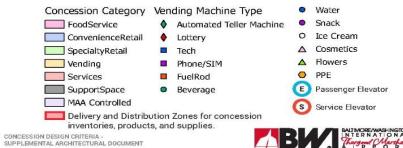
1,046 SF &

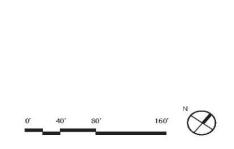


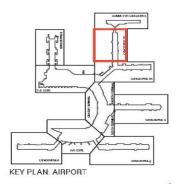
#### Concourse DY - Upper (Departures) Level



Concourse DY: Net Gain 118 SF new concessions





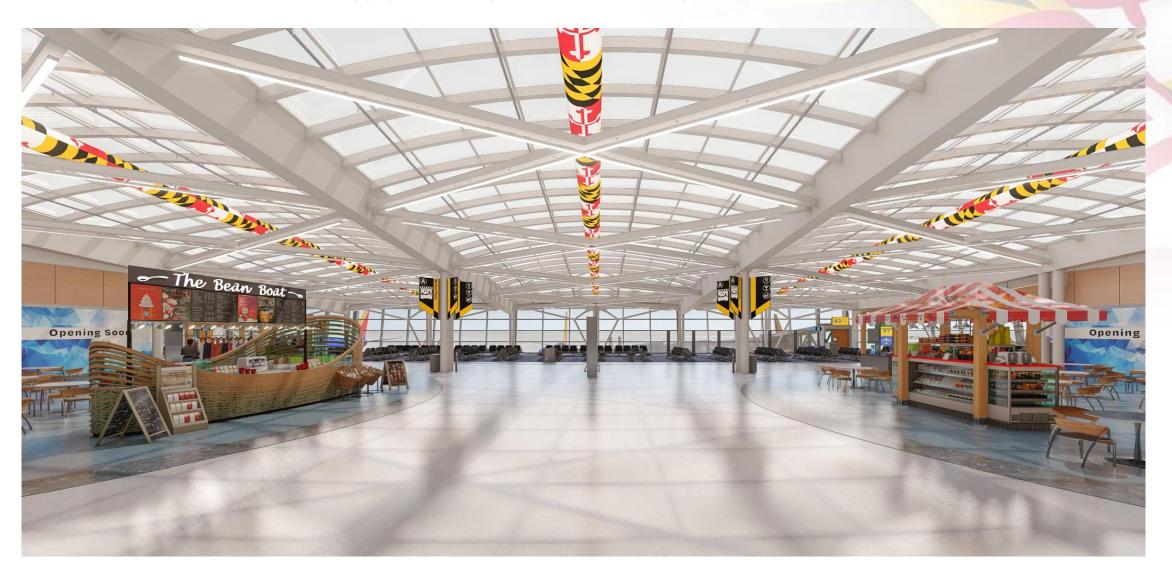


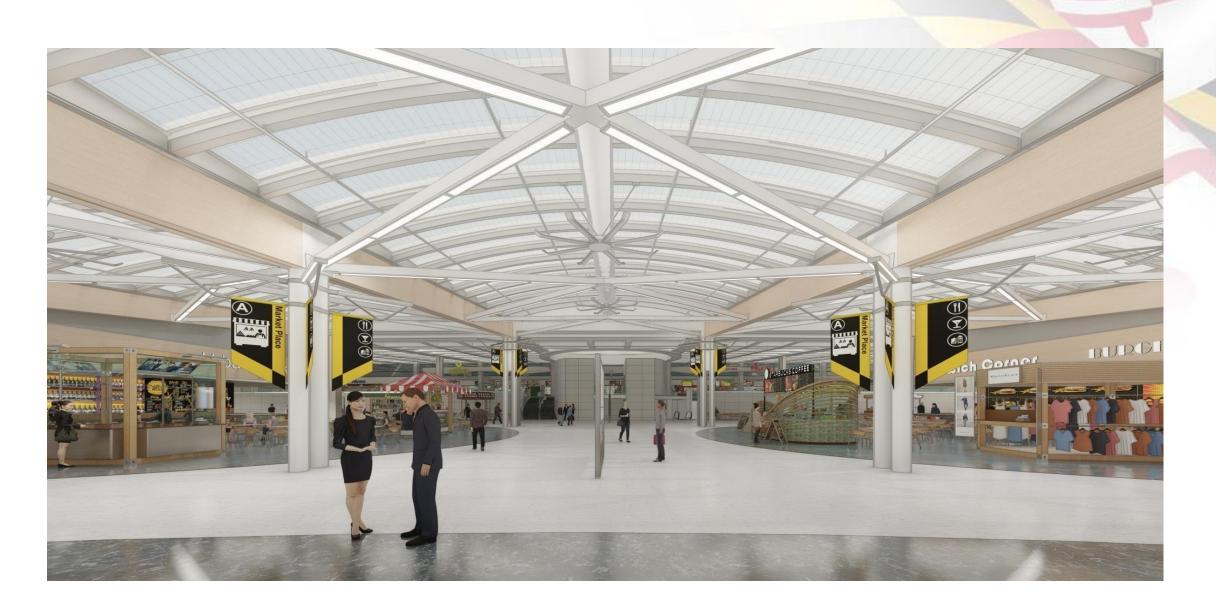
### AB CORE EXPANSION PROGRAM

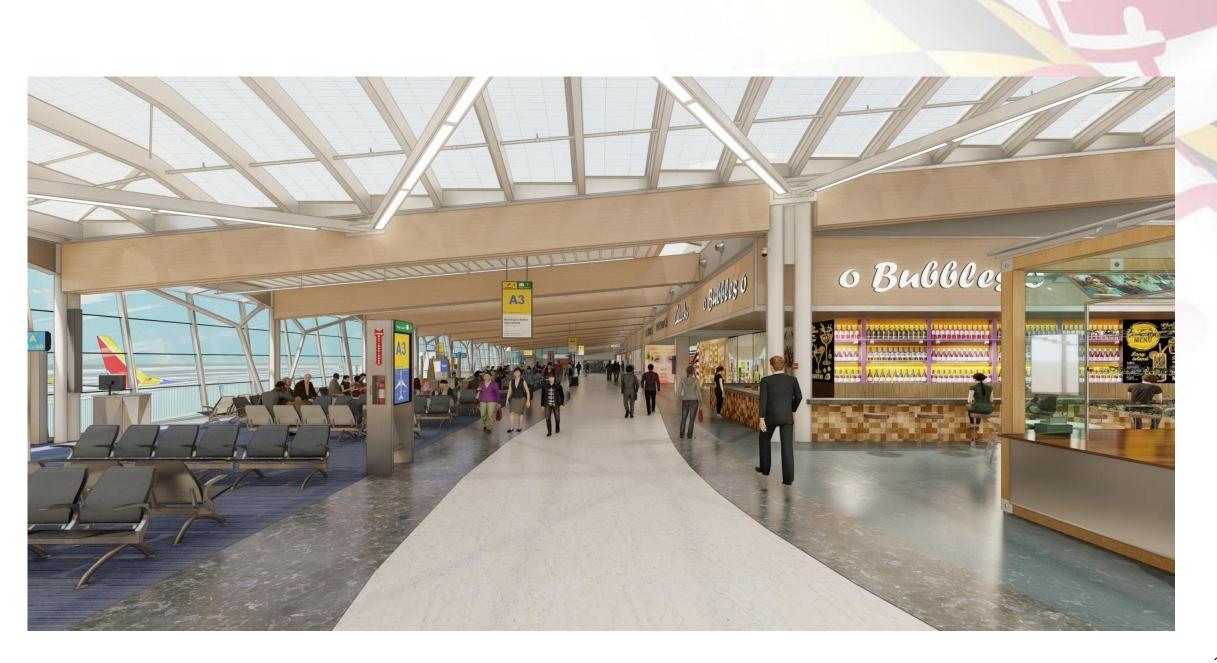
#### Future A/B Core Expansion and Baggage Handling - Aerial Rendering



#### Future A/B Core Expansion and Baggage Handling - Interior Rendering









#### Future A/B Core Expansion and Baggage Handling - Interior Renderings and Section





#### Future A/B Core Expansion and Baggage Handling - Interior Renderings and Section



#### Future A/B Core Expansion and Baggage Handling

#### AB Connector and BHS Facts

Overall Building: total 700' wide x 118' long

Three open bays: 44' per bay/ 140' wide x 118'

Heights: 15' to 24' (restricted by sight lines from tower)

Square footage:

Overall Level 1 – 123,000 sq ft

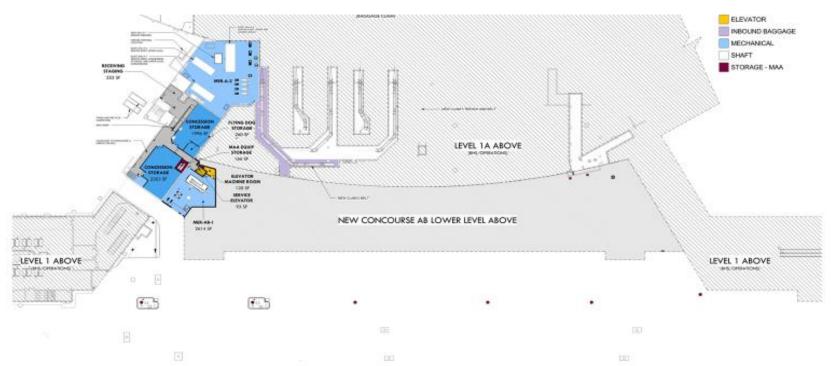
Overall Level 2-98,000 sq ft

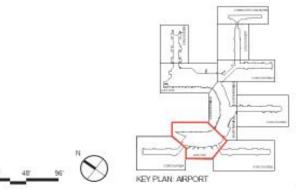
Total Square Footage – 221,000 sq ft.

Completion Date early 2026



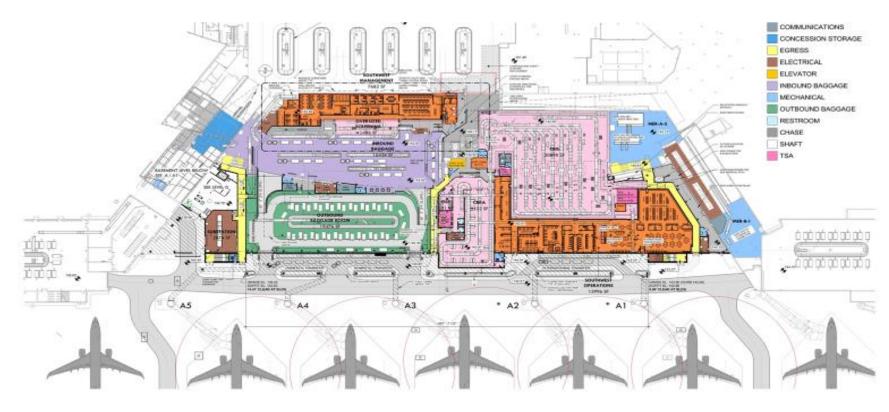
#### Future A/B Core Expansion and Baggage Handling - Basement Level

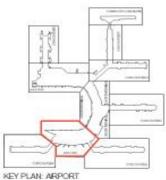






#### Future A/B Core Expansion and Baggage Handling - Lower (Arrivals) Level



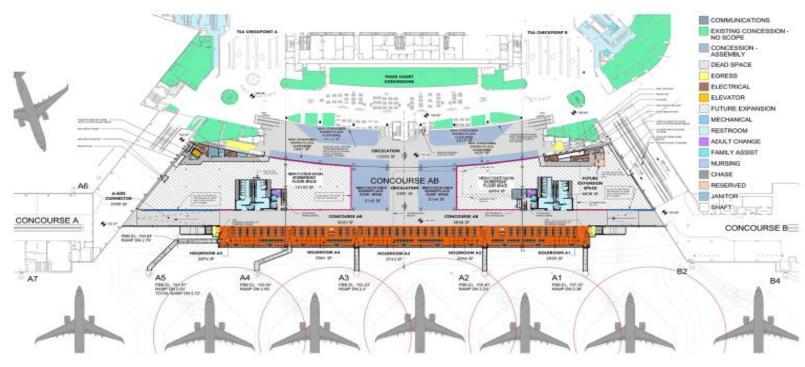








#### Future A/B Core Expansion and Baggage Handling - Upper (Departures) Level



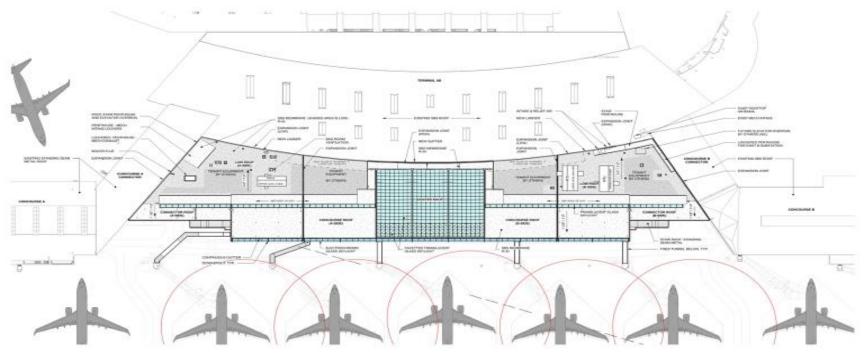
Flex Space Total 28, 574 sq ft; Marketplace Total 13,950 sq ft

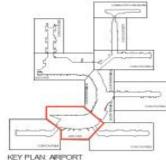




#### Future A/B Core Expansion and Baggage Handling - Roof Level

BW Therewall Marghall

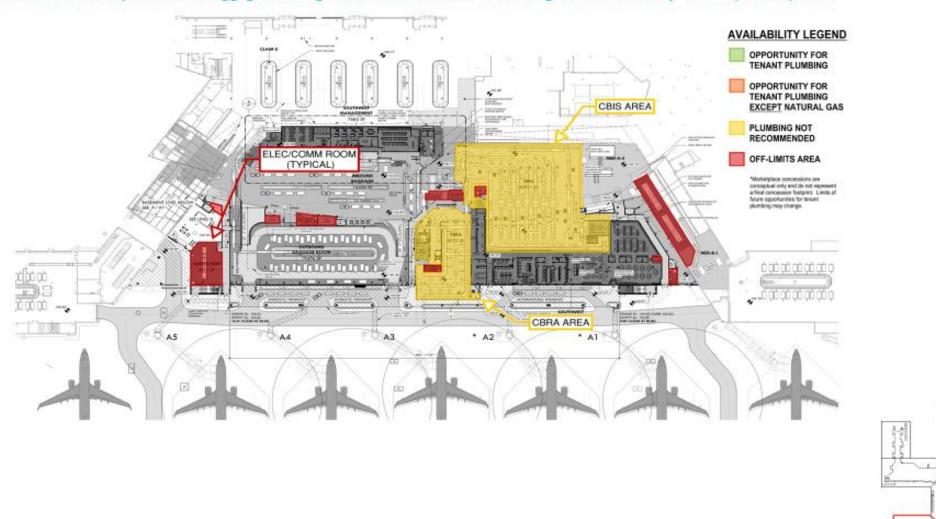








Future A/B Core Expansion and Baggage Handling - Concessions Utilities - Plumbing Overall Availability - Lower (Arrivals) Level

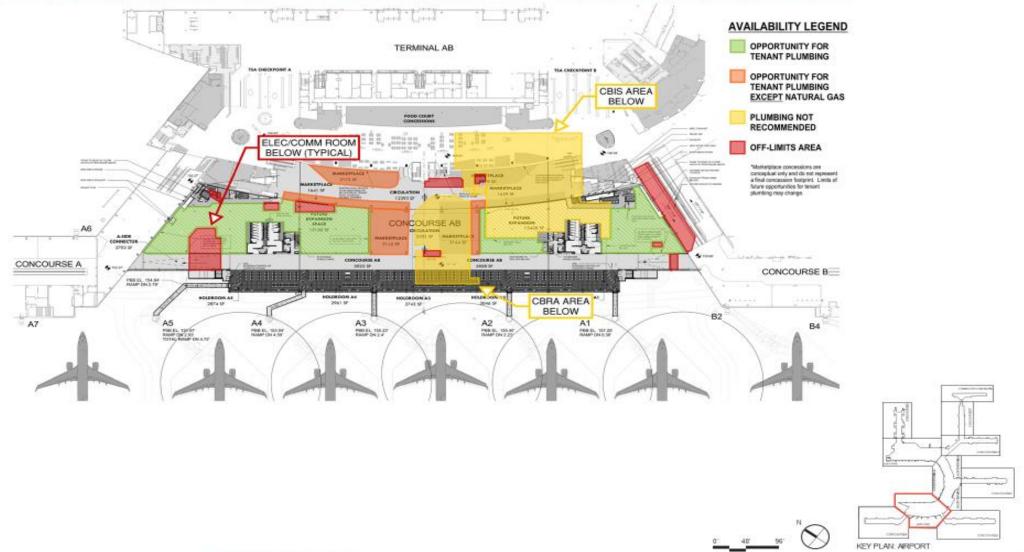




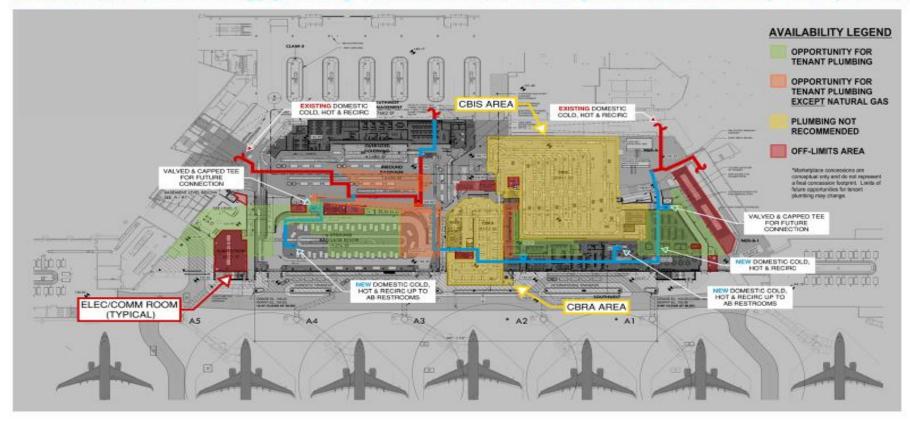


CONCESSION DESCRI CRITERIA SUPPLEMENTAL ARCHITECTURAL DOCUMENT KEY PLAN: AIRPORT

#### Future A/B Core Expansion and Baggage Handling - Concessions Utilities - Plumbing Overall Availability - Upper (Departures) Level



#### Future A/B Core Expansion and Baggage Handling - Concessions Utilities - Plumbing Domestic Water Availability - Lower (Arrivals) Level



BW Rayand Chardell

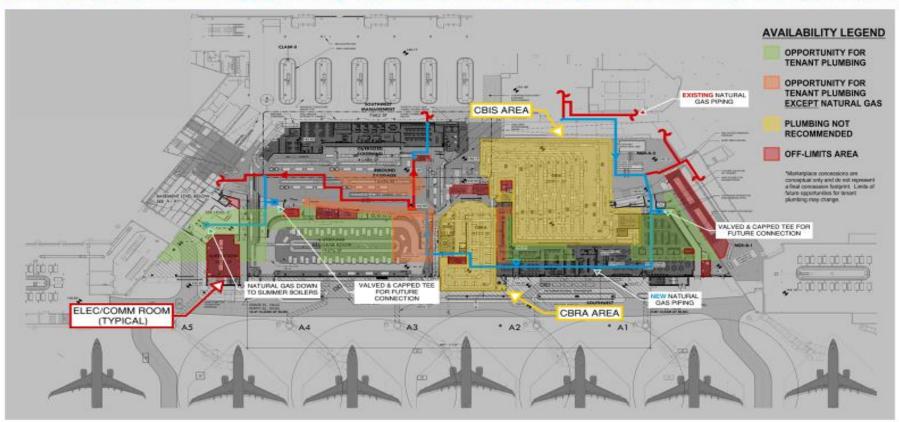




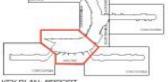
KEY PLAN: AIRPORT



Future A/B Core Expansion and Baggage Handling - Concessions Utilities - Plumbing Natural Gas Availability - Lower (Arrivals) Level



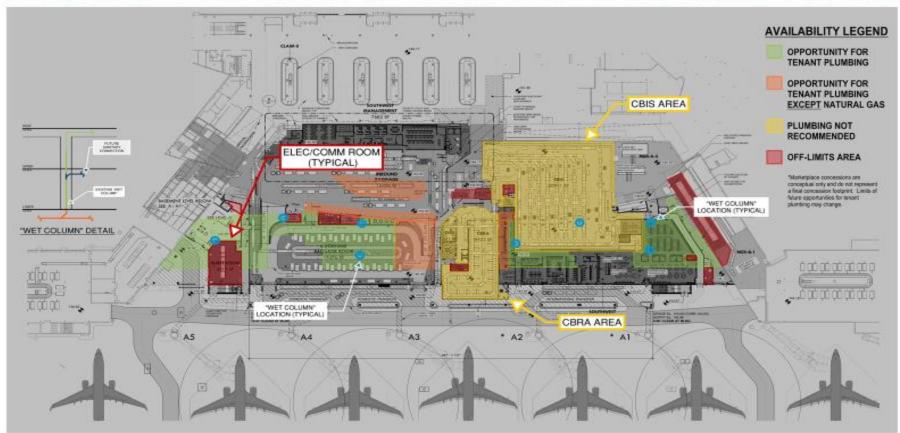




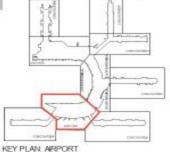
KEY PLAN: AIRPORT



#### Future A/B Core Expansion and Baggage Handling - Concessions Utilities - Plumbing Sanitary & Vent Availability - Lower (Arrivals) Level

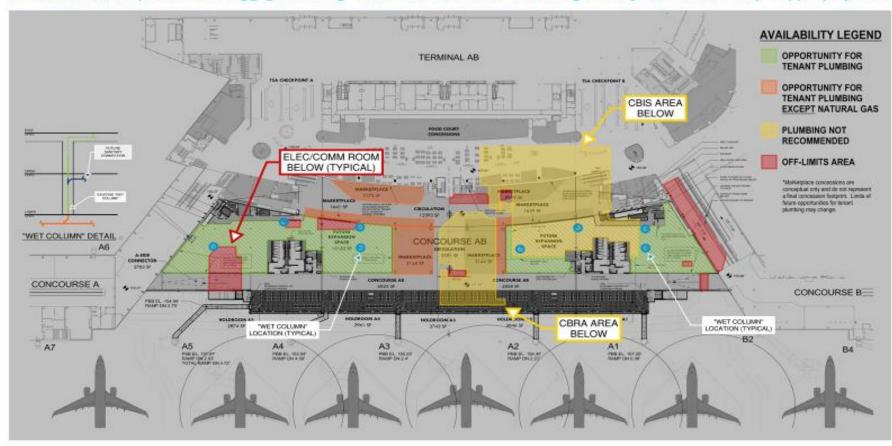








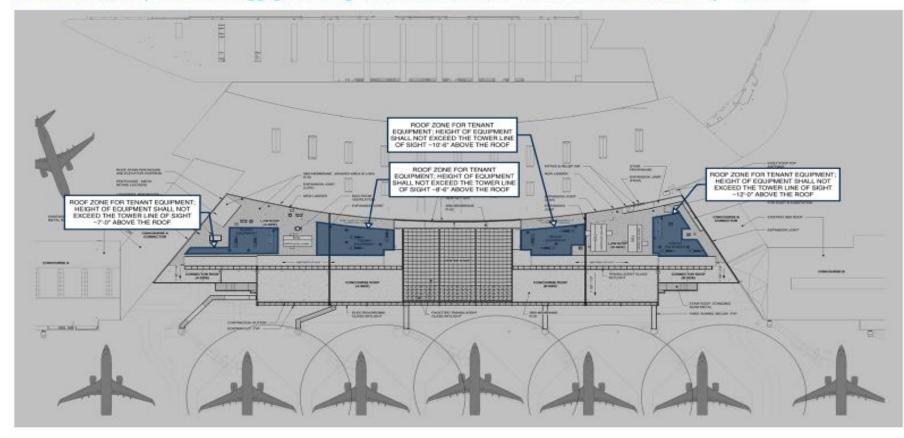
#### Future A/B Core Expansion and Baggage Handling - Concessions Utilities - Plumbing Sanitary & Vent Availability - Upper (Departues) Level

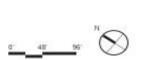






#### Future A/B Core Expansion and Baggage Handling - Concessions Utilities - Mechanical HVAC Availability - Roof Level

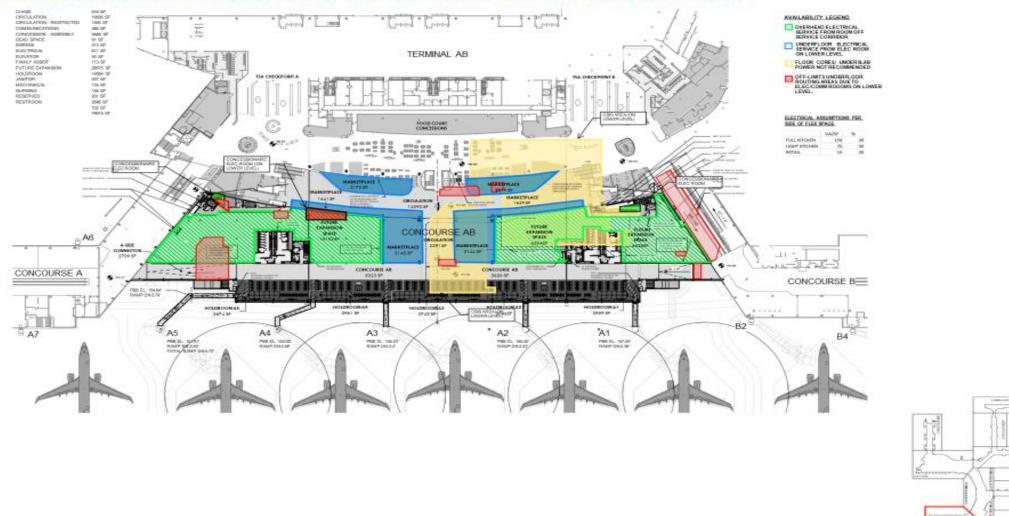








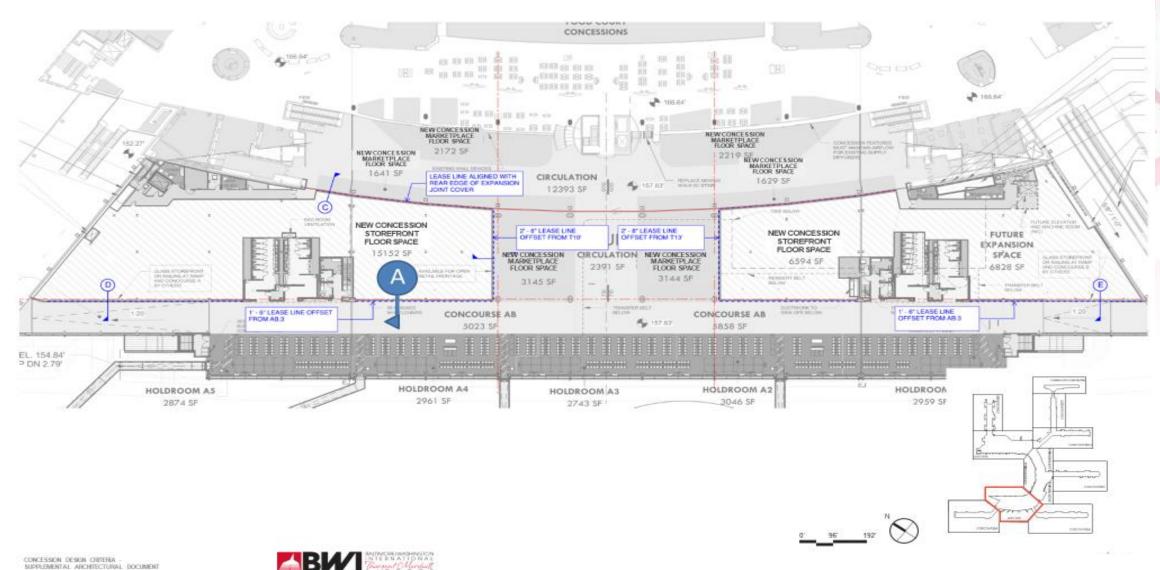
#### Future A/B Core Expansion and Baggage Handling - Concessions Utilities - Electrical - Upper (Departures) Level

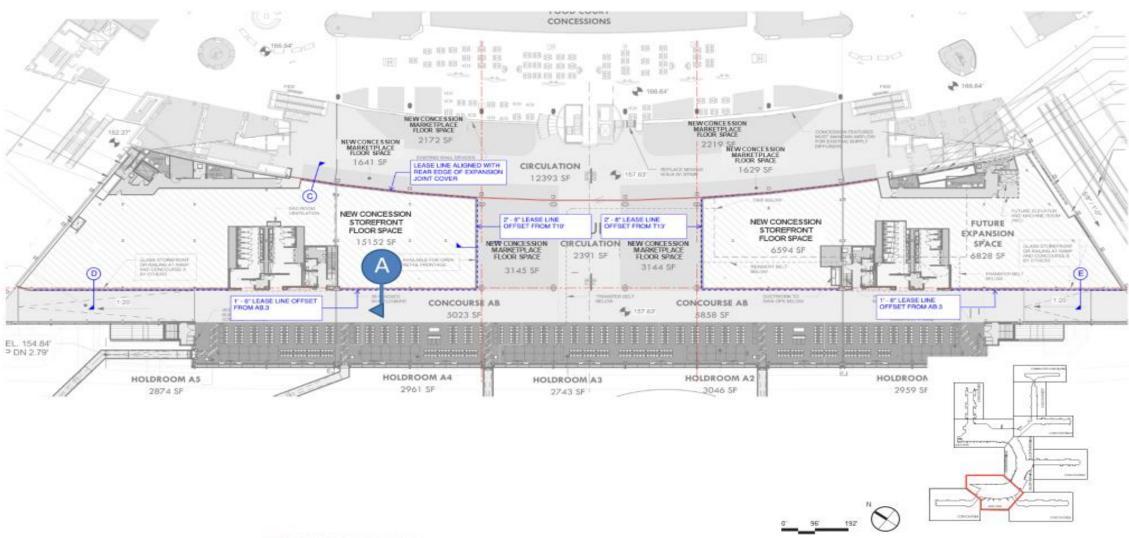






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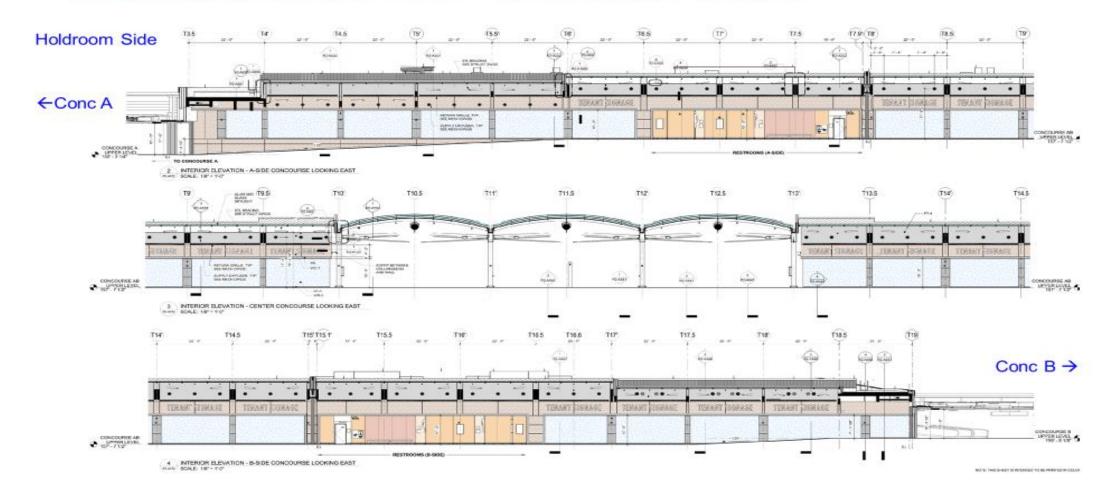








#### Future A/B Core Expansion and Baggage Handling - Concessions Demarcations & Signage - Frame Elevations

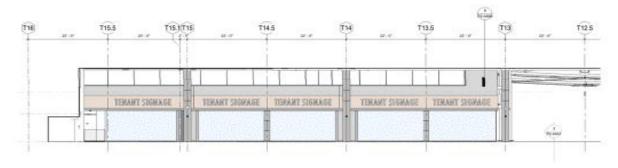


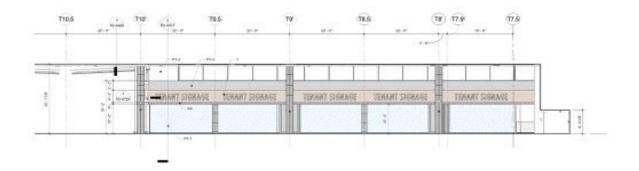




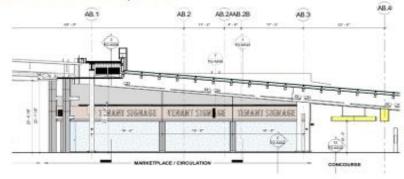
#### Future A/B Core Expansion and Baggage Handling - Concessions Demarcations & Signage - Frame Elevations

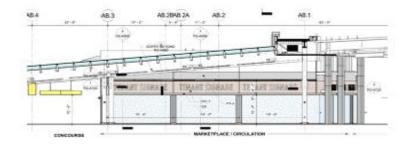
#### **Existing Terminal Side**



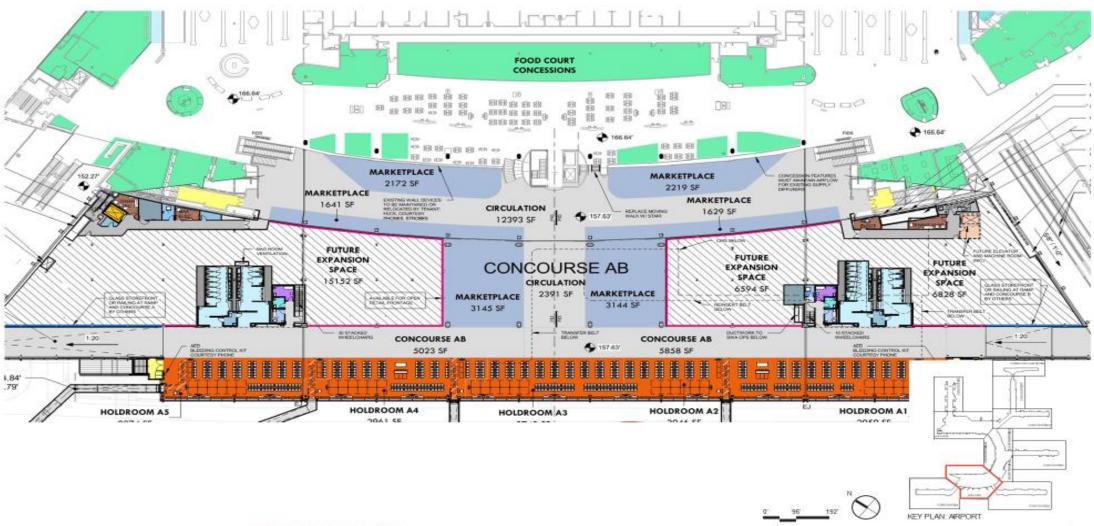


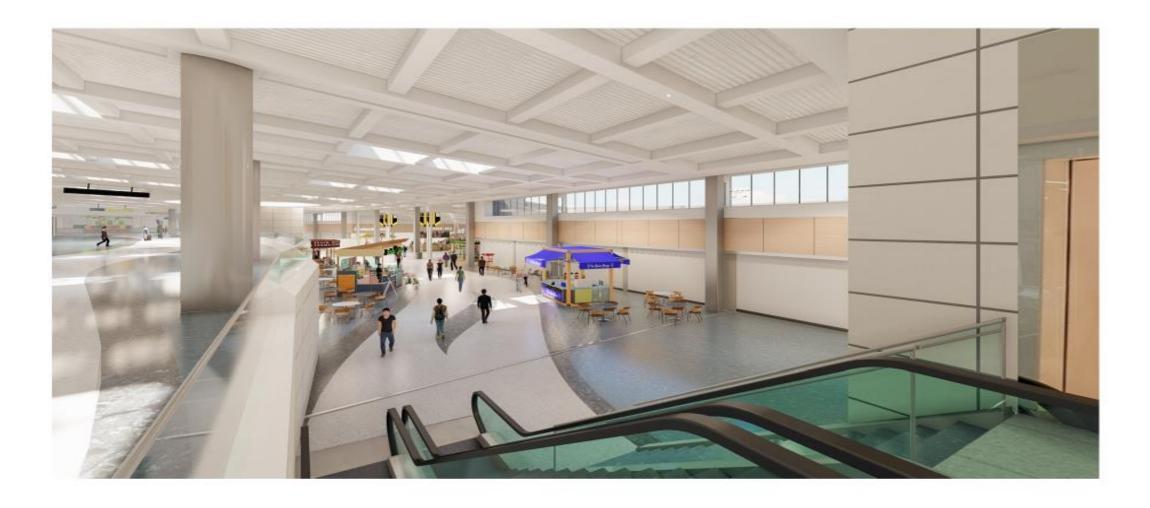
#### Center Marketplace





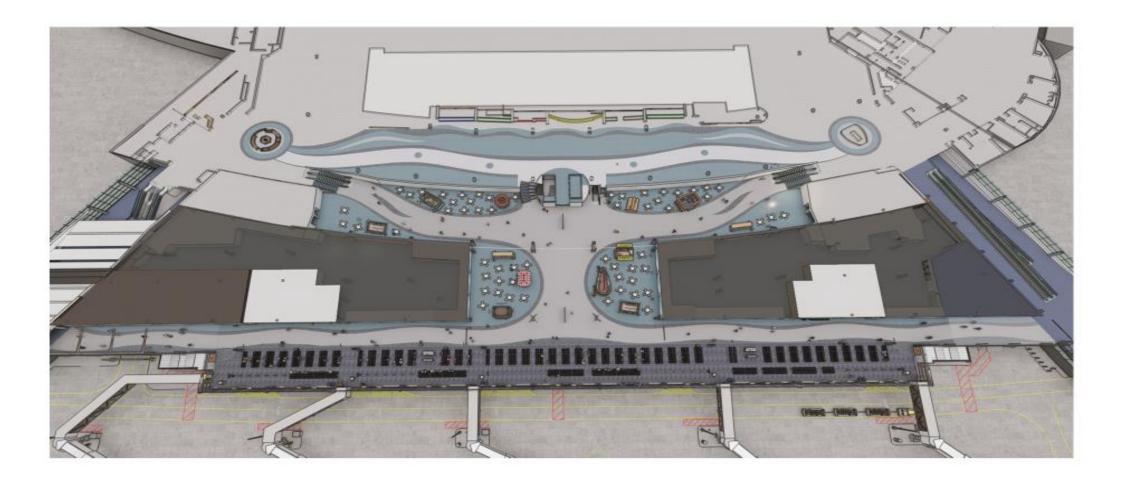








#### Future A/B Core Expansion and Baggage Handling - Advertising Opportunities







# JO SCHNEIDER DIRECTOR OFFICE OF ARCHITECTURE MARYLAND AVIATION ADMINISTRATION

### SCHEDULE OF EVENTS

11.	January 1, 2023	Contract Effective Date
		Notices to all other Proponents
10.	<b>November 1, 2022</b>	Notice of Recommended Award to Selected Proponent &
9.	October 7, 2022	Submission of Revised Technical Proposals & Financial Offer
8.	September 23, 2022	MDOT MAA's Response to Initial Technical Proposals
7.	August 31, 2022	Submission of Technical Proposals
6.	July 27, 2022	RFP Amendment Issued with Responses to Written Questions
5.	June 23, 2022	Deadline to Submit Questions
		(Registration required: see Section VI.B.1.)
4.	June 16-17, 2022	Site Development Tour
3.	June 15, 2022	Pre-Proposal Conference
2.	May 31, 2022	Issuance of RFP
1.	May 18, 2022	RFP Advertised

## Question & Answer Session



